

FIG. 1

FIG. 1 is a block diagram of a Conditional Purchase Offer (CPO) Management System.

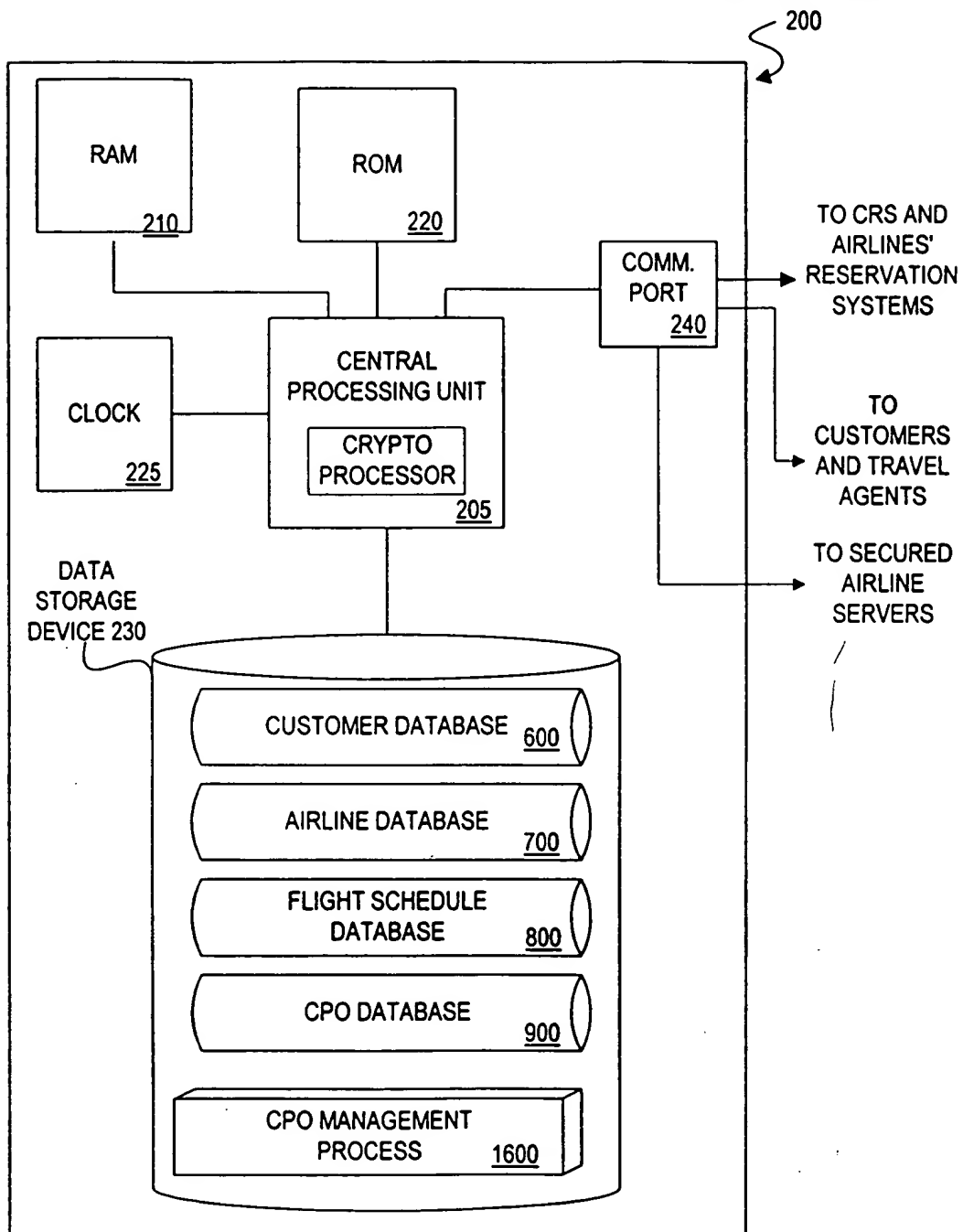


FIG. 2

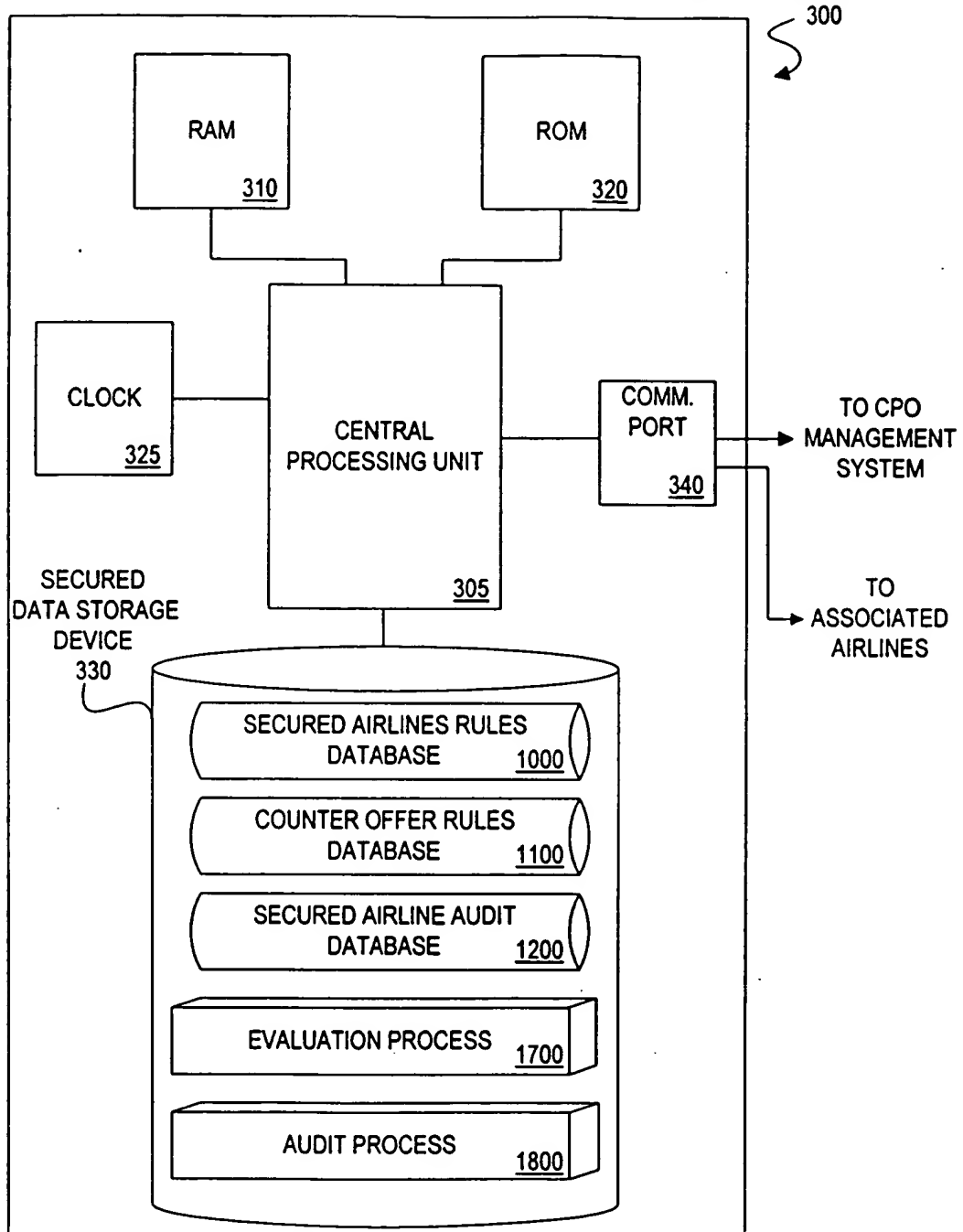


FIG. 3

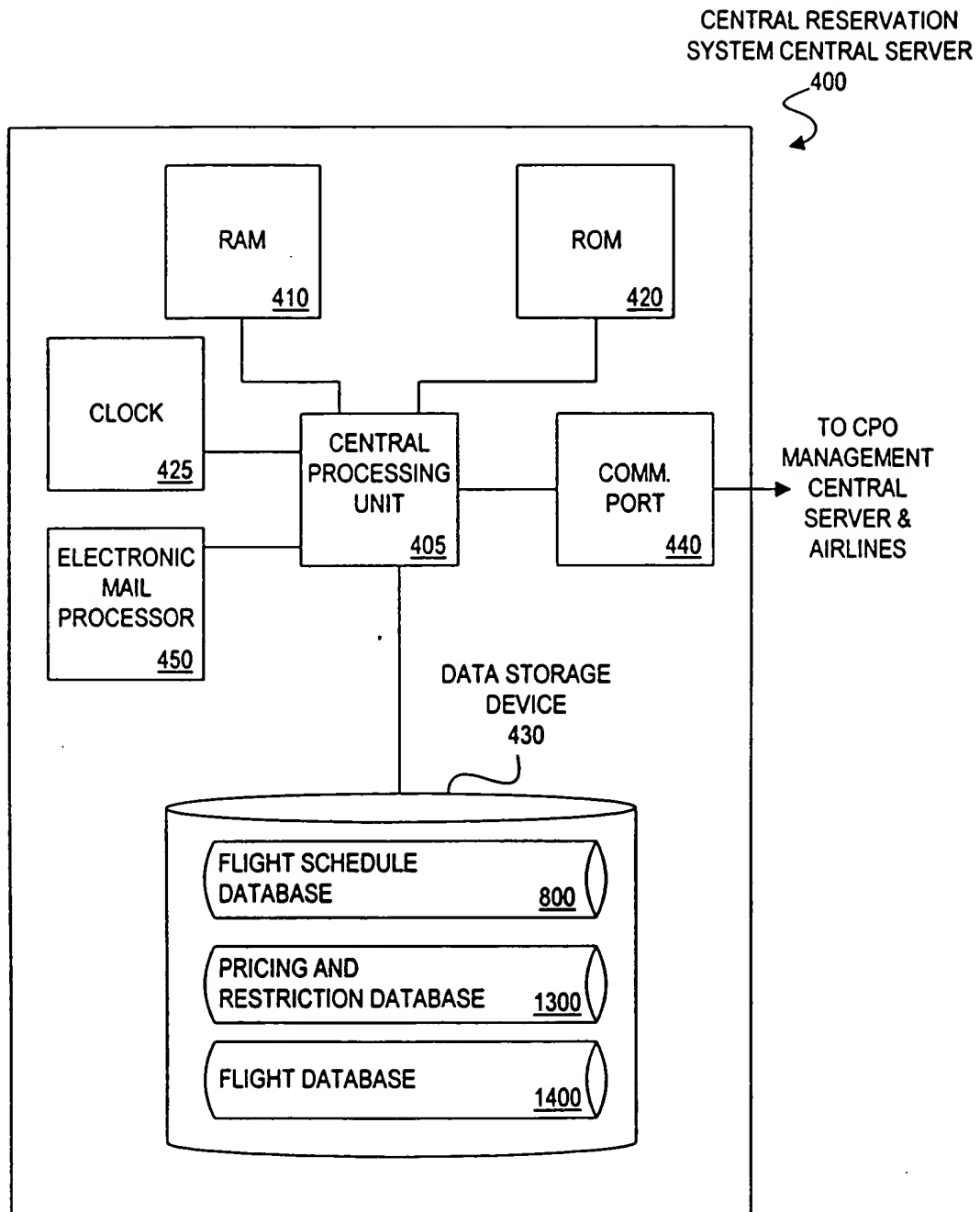


FIG. 4

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REVENUE MANAGEMENT
SYSTEM

500

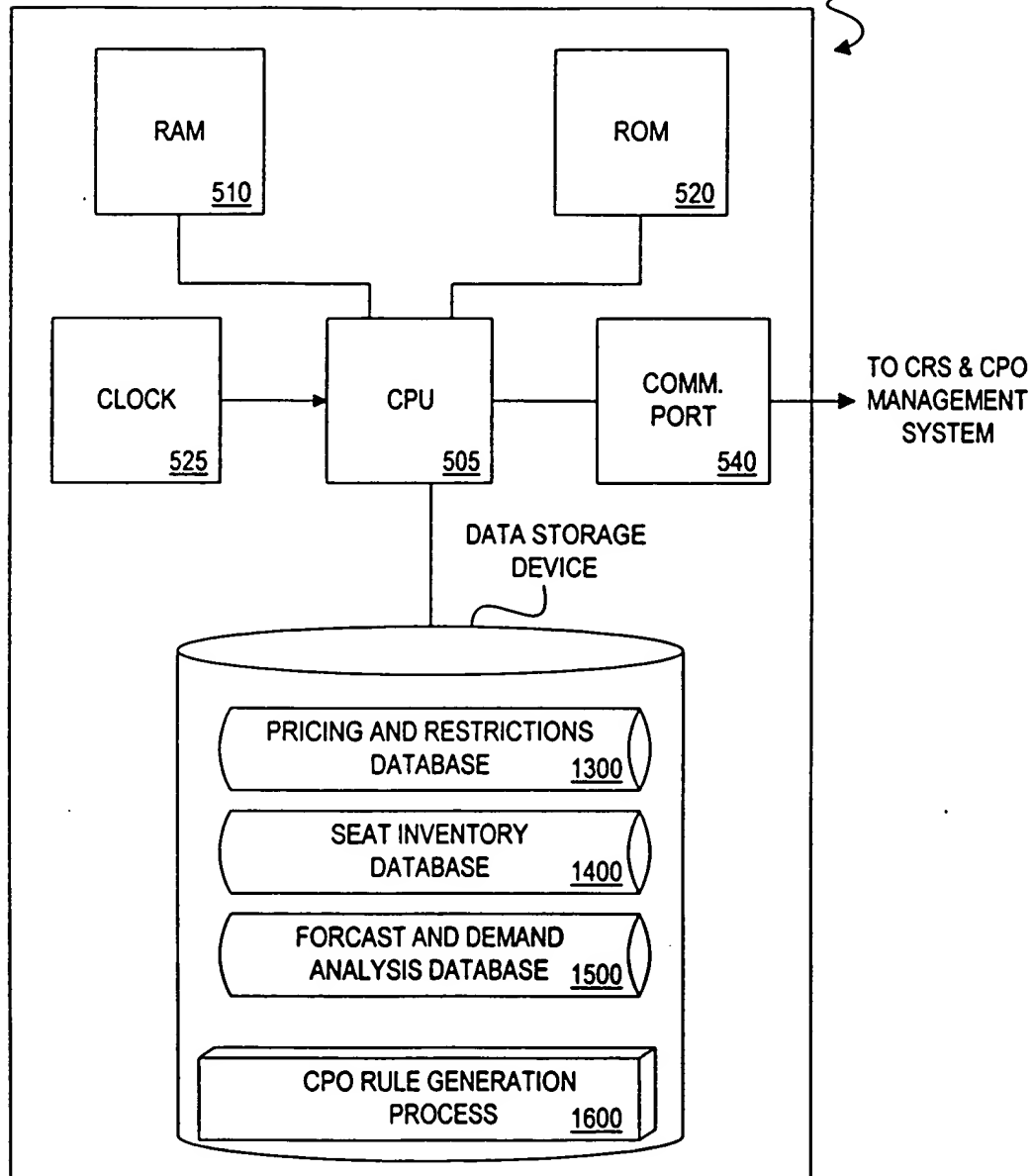


FIG. 5

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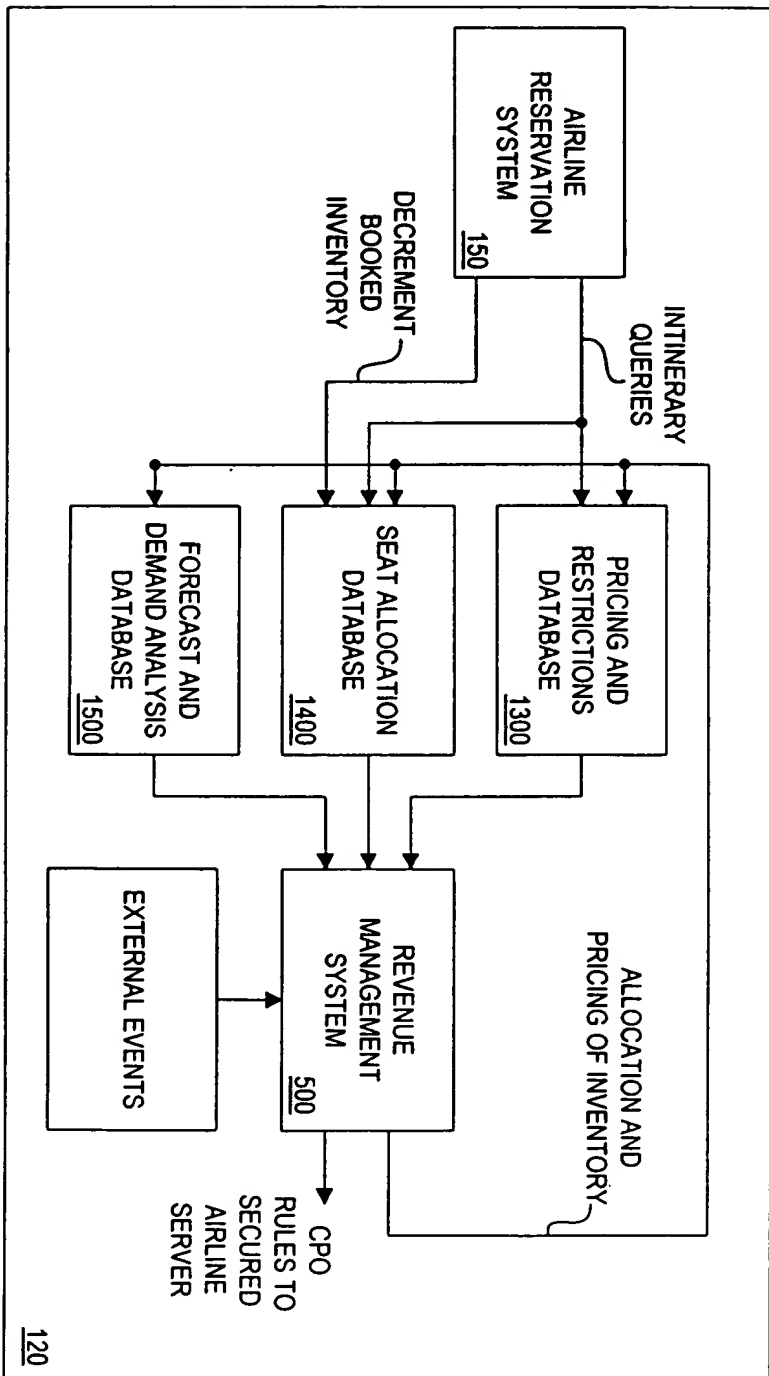


FIG. 5b

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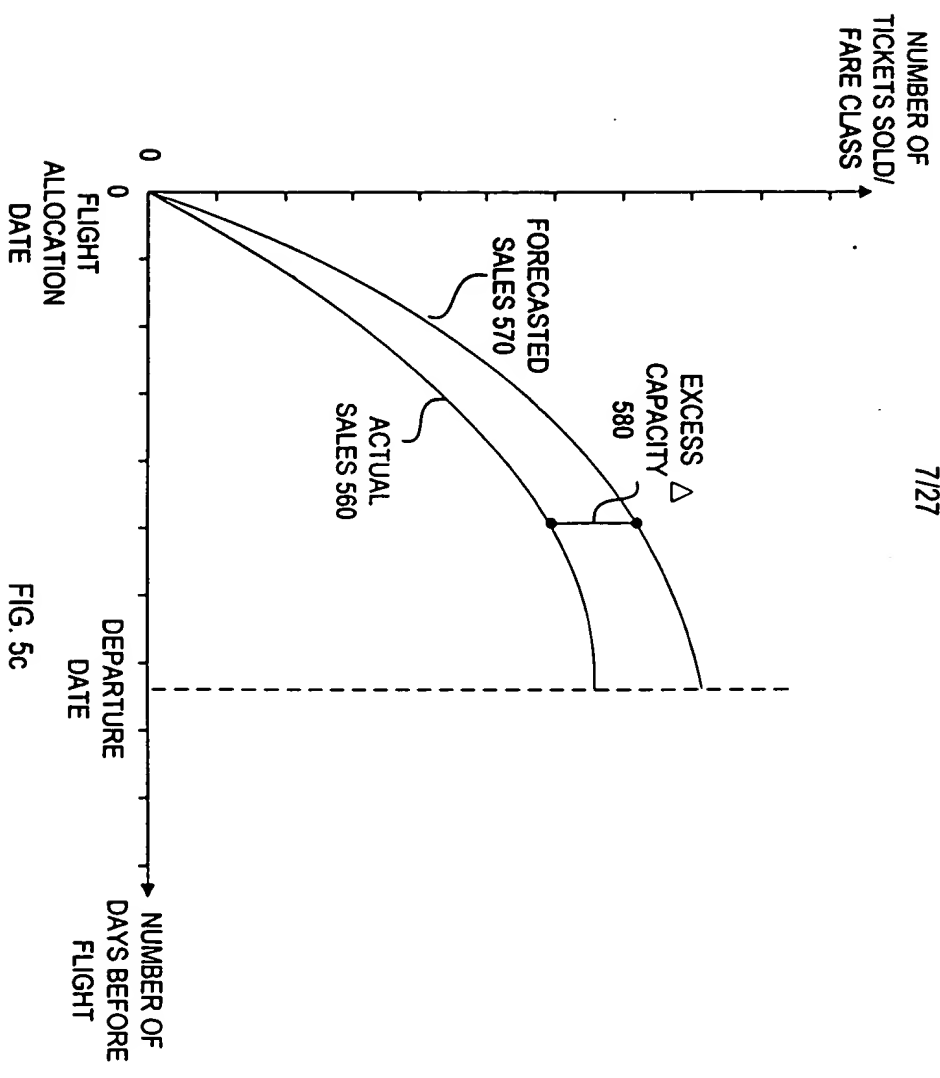


FIG. 5c

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CUSTOMER DATABASE 600

NAME 640	ADDRESS 645	CREDIT CARD NUMBER 655	ID NUMBER 660
GIACOMO SORENTINO 605	23 MAIN ST., BRIDGEPORT, CT	2222-3333-4444-5555	234546
BOBBY VALENTINO 610	43 PARK ST., HARTFORD, CT	9999-8888-7777-6666	65432
JOE SMITH 615	102 PINE ST., WATERBURY, CT	6767-9898-0101-2323	98765

FIG. 6

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AIRLINE DATABASE 700

	AIRLINE NAME	ADDRESS	CONTACT	PUBLIC KEY	CPO ACCEPTANCE RATE
705	AMERICAN	25 MAIN STREET, CHICAGO, IL	SUE JOHNSON	12347AD73E	37%
710	DELTA	102 45TH ST. NEW YORK, NY	BILL JOHNSON	35627A7C9	46%
715	UNITED	9492 6TH AVE. NEW YORK, NY	JOHN WILLIAMSON	1829CB612	4%

FIG. 7

[illegible]

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FLIGHT SCHEDULE DATABASE 800

ORIGINATING AIRPORT	DESTINATION AIRPORT	DATE	TIME OF DEPARTURE	TIME OF ARRIVAL	AIRLINE	FLIGHT NUMBER	VIA
840	845	850	855	860	865	870	875
NASHVILLE, TN (BNA)	LOS ANGELES, CA (LAX)	12/12/96	12:00PM	6:00PM	AMERICAN	1870	NON-STOP
810							
NEW YORK CITY (JFK)	LOS ANGELES, CA (LAX)	01/01/97	7:00AM	3:04PM	AMERICAN	226	CHICAGO
815							
NEW YORK CITY (JFK)	SAN FRANCISCO, CA (SFO)	03/03/97	3:00PM	7:10PM	UNITED	300	NON-STOP

FIG. 8

[illegible]

CPO DATABASE 900

FIG. 9a

[illegible]

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CPO DATABASE

DATE OF DEPARTURE	DATE OF RETURN	NUMBER OF PASSENGERS TRAVELING	PRICE PER TICKET	OTHER RESTRICTIONS	STATUS	PASSENGER NAME RECORD NUMBER
4/12/97- 4/14/97	4/29/97- 4/30/97	3	\$547.01		ACCEPTED	33333
4/22/97	4/30/97	2	\$188.00	N/A	PENDING	
4/22/97	4/30/97	2	\$200.00	N/A	PENDING	

FIG. 9b

[illegible]

SECURED AIRLINES RULES
DATABASE- INVENTORYFIG. 10b

SECURED AIRLINES RULES
DATABASE-PRICINGFIG. 10c

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COUNTER OFFER RULES
DATABASE 1100

RULE NUMBER	DATE(S) OF DEPARTURE	TIME(S) OF DEPARTURE	DATE(S) OF RETURN	TIME(S) OF RETURN
45687	WITHIN 1 DAY	WITHIN 2 HOURS	WITHIN 1 DAY	WITHIN 2 HOURS

1105

1110

NUMBER OF PASSENGERS TRAVELLING	LENGTH OF HAUL	YIELD	MINIMUM PRICE	ADVANCE PURCHASE REQUIREMENTS
AT LEAST 2	N/A	N/A	WITHIN 10%	WITHIN 2 DAYS

FIG. 11

FIG. 13 is a schematic diagram of a pricing and restrictions database 1300. The database 1300 is organized into a table with columns for flight, date, inventory K price, inventory K restriction, inventory Y price, and inventory Y restriction. The table contains three rows of data for flights AL654, DB120, and 124C.

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PRICING AND RESTRICTIONS
DATABASE 1300

FLIGHT	DATE	INVENTORY K PRICE	INVENTORY K RESTRICTION	INVENTORY Y PRICE	INVENTORY Y RESTRICTION
AL654	4/16/97	\$50.00	7 DAY RETURN	\$40.00	RETURN FRIDAY
DB120	5/12/97	\$75.00	RETURN FRIDAY	\$60.00	ONE STOP
124C	6/3/97	\$25.00	ONE STOP	\$20.00	7 DAY RETURN

1305

1310

1315

FIG. 13

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SEAT ALLOCATION
DATABASE 1400

FLIGHT NUMBER	DEPARTURE DATE	INVENTORY K SEATS AVAILABLE	INVENTORY Y SEATS AVAILABLE	TOTAL SEATS BOOKED	TOTAL CAPACITY
12345	5/15/97	42	114	144	300
23456	5/15/97	36	200	64	300
34567	5/15/97	58	97	145	300
45678	5/15/97	27	212	61	300

1405

1410

1415

1420

FIG. 14

1505 1510 1515 1520 1525

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FORECAST AND DEMAND
ANALYSIS DATABASE 1500

FLIGHT NUMBER	DEPARTURE DATE	ORIGINATING CITY	DESTINATION CITY	OFFERED PRICE	FARE CLASS	ACTUAL QUANTITY SOLD	FORCASTED QUANTITY
1530	1535	1540	1545	1550	1555	1560	
1234	3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$349	Y	70	300
1234	3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$339	Y	100	130
1234	3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$329	Y	130	140
1234	3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$409	K	7	20
1234	3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$399	K	40	60

FIG. 15

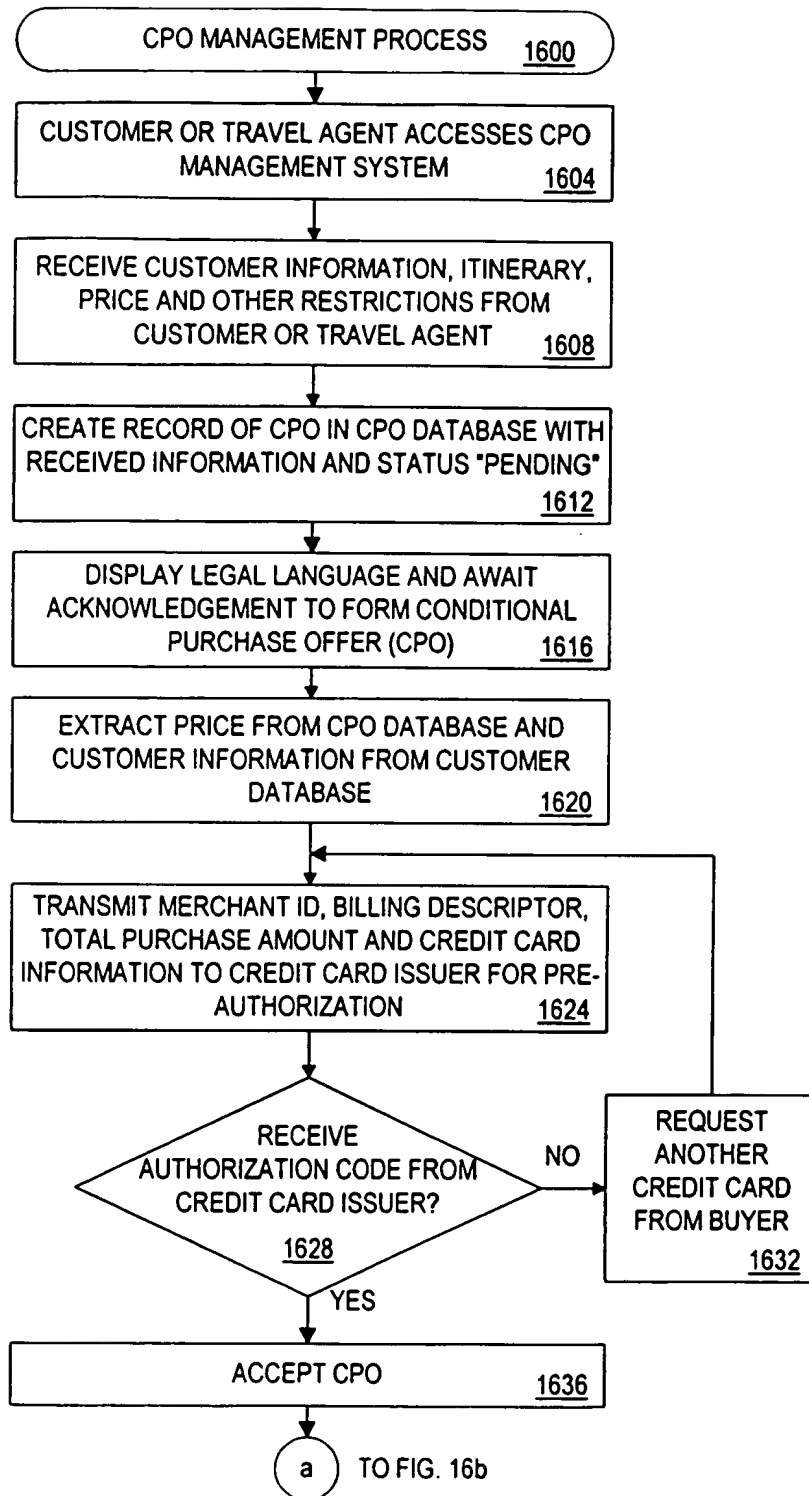


FIG. 16a

a FROM FIG. 16a

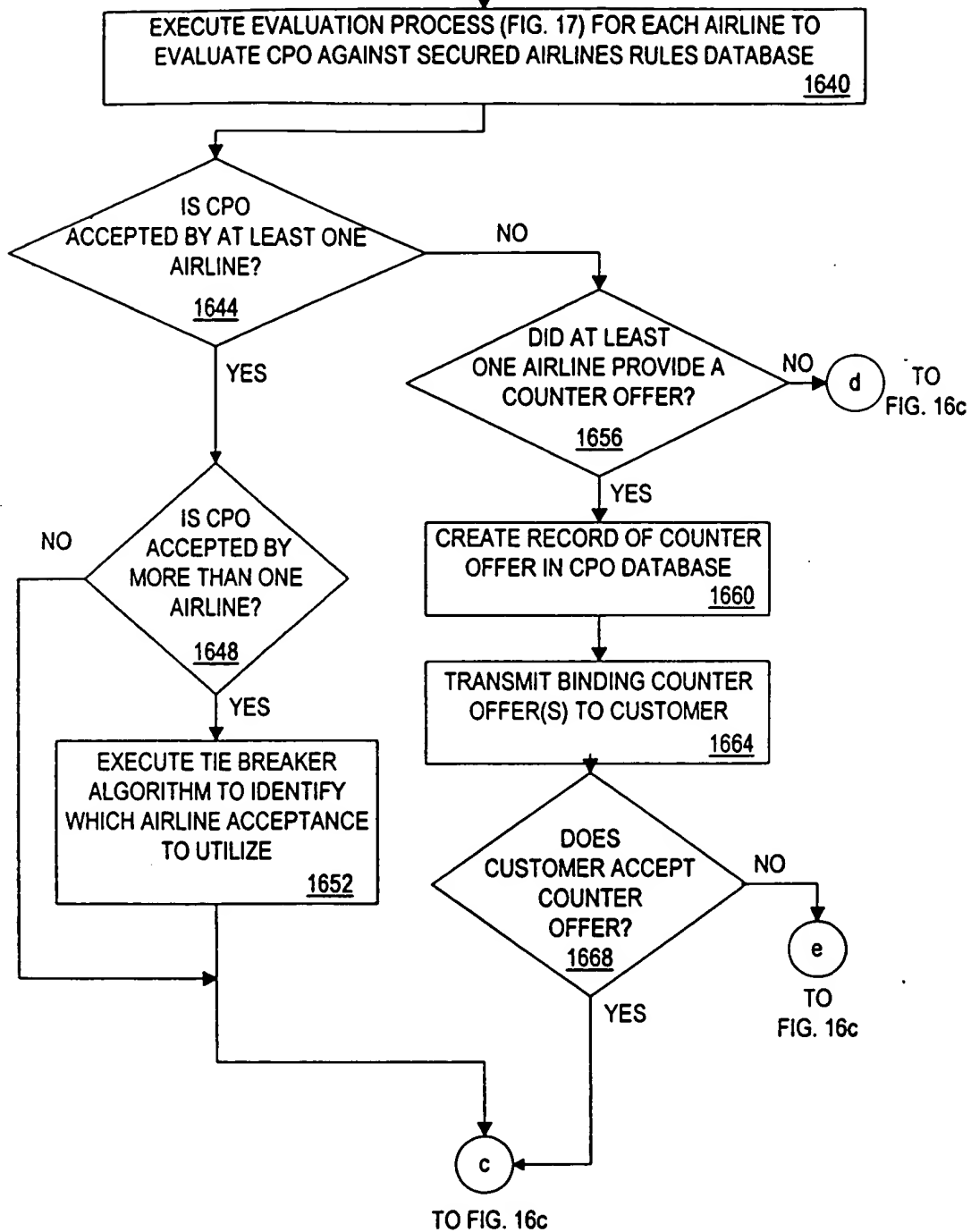
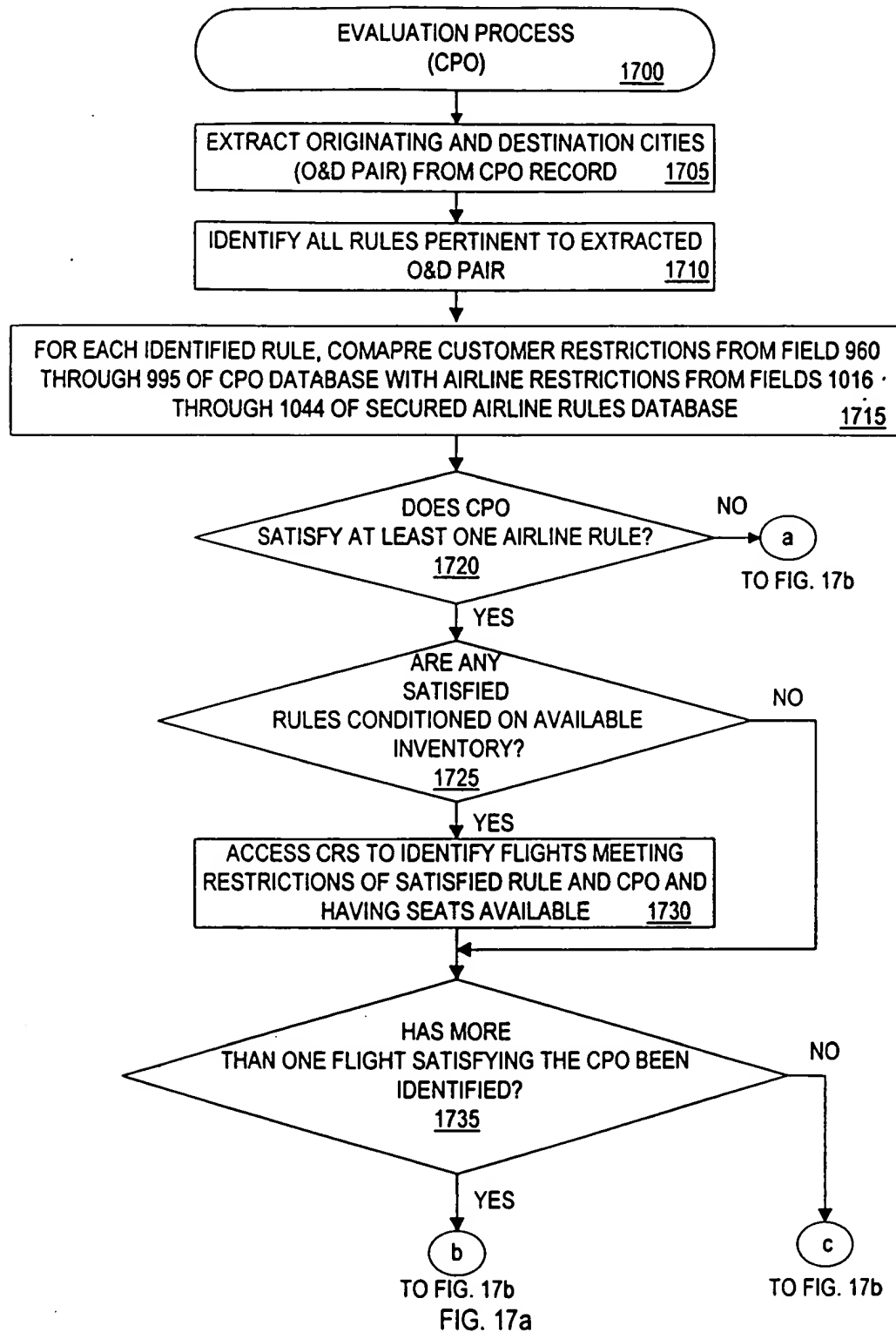


FIG. 16b



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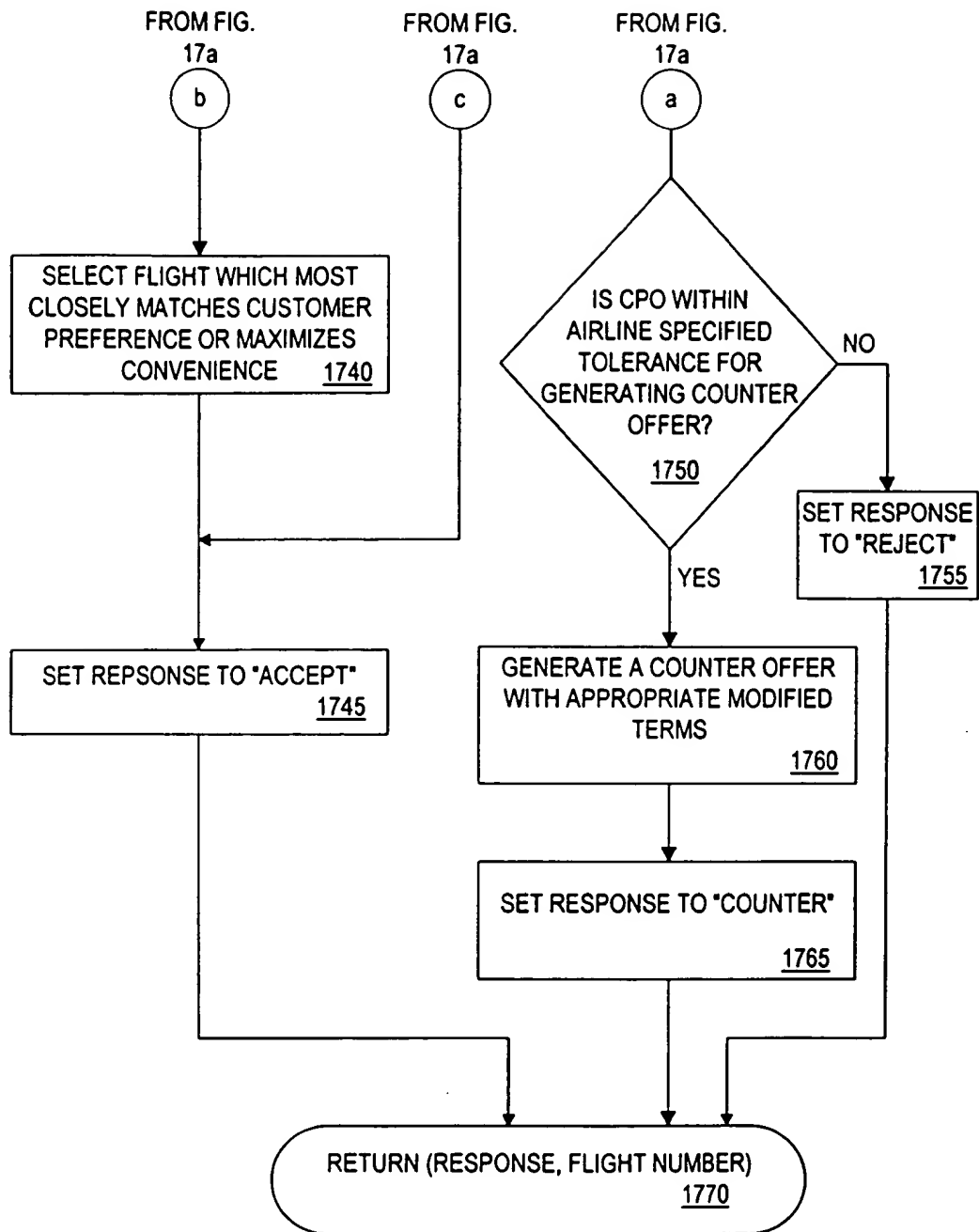


FIG. 17b

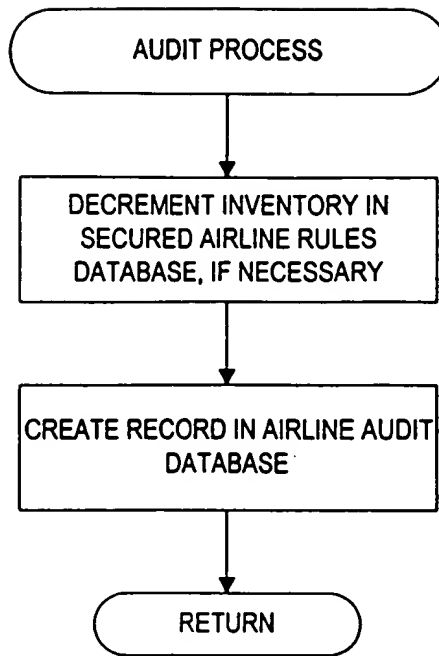


FIG. 18

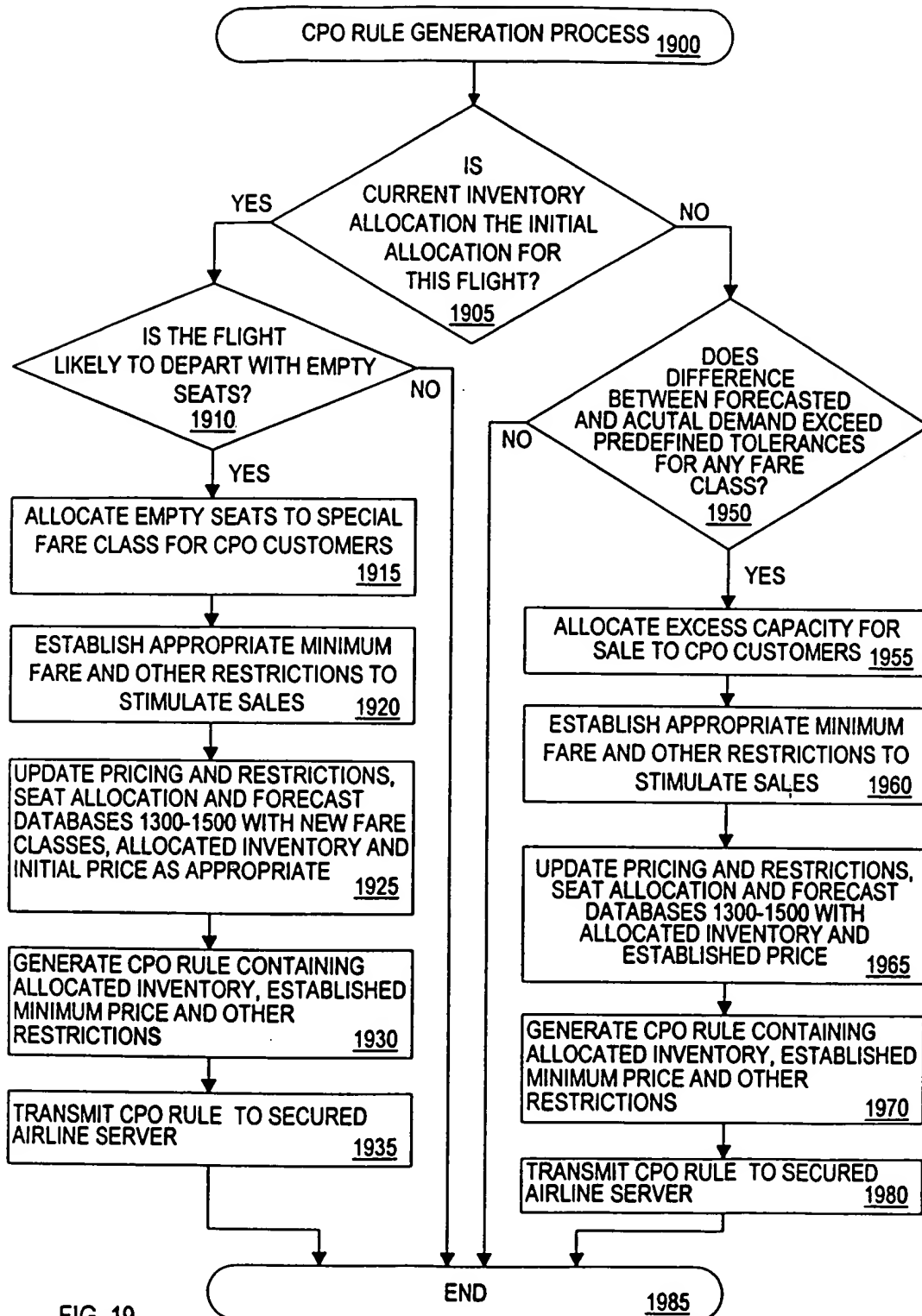


FIG. 19